

Message Text

UNCLASSIFIED

PAGE 01 BELGRA 00430 300915Z

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 XMB-04 EB-07 RSC-01 /025 W

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P 300845Z JAN 75

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC PRIORITY 1833

UNCLAS BELGRADE 430

PASS EXIMBANK

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJ: PRODUCT OPPORTUNITY: RMK PIPEFITTING FACILITY

REF: A) STATE 13335; B) BELGRADE 0240; C) STATE 19636

1. EMBOFF MADE TRIP TO ZENICA JAN 24 TO DISCUSS SHALCO PROPOSAL WITH RMK OFFICIALS.

2. RMK OFFICIALS STATED THEY ARE STILL VERY INTERESTED IN SHALCO PROPOSAL BUT THAT FURTHER NEGOTIATIONS ARE NEEDED TO REDUCE LEVEL OF INVESTMENT AND PRICES TO MUTUALLY ACCEPTABLE LEVELS. THESE NEGOTIATIONS EXPECTED TO TAKE AT LEAST TWO MONTHS.

3. ALTHOUGH SHALCO STILL IN CONTENTION, RMK OFFICIALS MENTIONED COMPETITION BY WESTERN EUROPEAN FIRMS.

4. RMK CONSIDERS FINANCING ON FAVORABLE TERMS A CRITICAL FACTOR. ENTERPRISE IS ANSWERING QUESTIONS MENTIONED REFTEL A). HOWEVER, DUE TO DELAYS MENTIONED PARA 2, DESIRES EXTENSION OF EXIMBANK PRELIMINARY COMMITMENT TO 1 APRIL 1975.

5. ACTION REQUESTED: WE HOPE EXIMBANK CAN APPROVE EXTENSION OF PRELIMINARY COMMITMENT ON THE SAME TERMS UNTIL AT LEAST 1 APRIL TO MAINTAIN COMPETITIVE POSITION OF U.S. FIRM.

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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